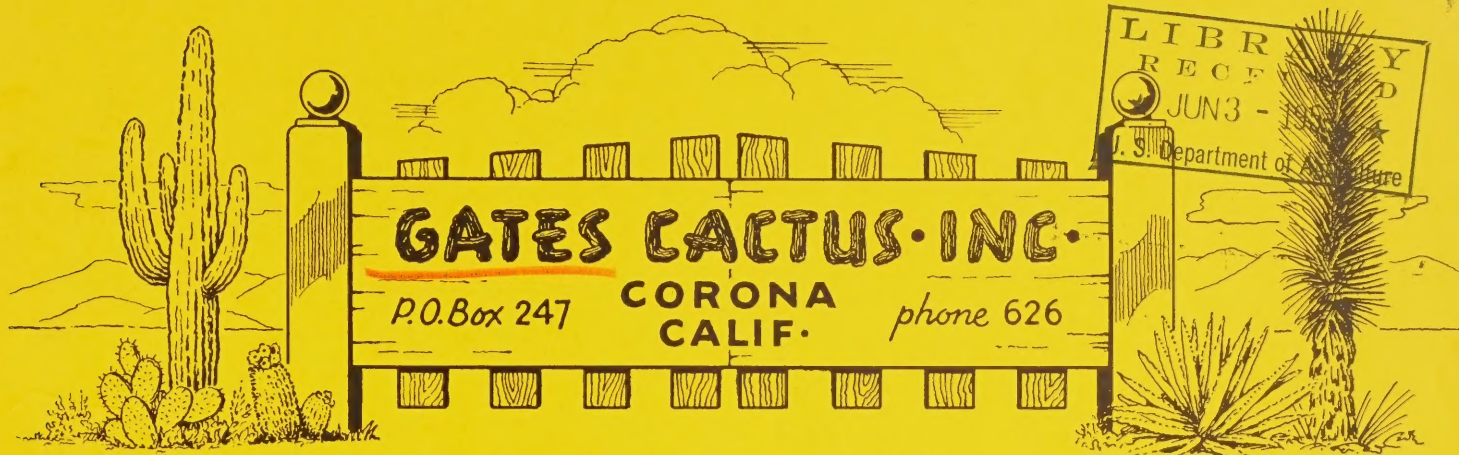


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SPRING PRICE LIST 1953



WHOLESALE TERMS

Cash with order. Packed F.O.B. Corona. 50% cash advance with C.O.D. orders. Minimum wholesale order \$5.00. Hundred rate prices apply on twenty-five or more of one kind. For prices on smaller lots of a kind, see notation at heading of the general listings.

TRANSIT LOSSES

The goods are yours when delivered to the transportation company. Claims for heating, freezing, delay or poor handling must be taken up with the transporting agency.

In order that you may properly make claim upon the transportation company for transit losses, always ask the delivering agent for a bad order inspection.

LABELING

We label with plant names only when requested.

QUANTITY DISCOUNTS

On shipments amounting to —

| | | | |
|------------------|-----|------------------|-----|
| \$ 50.00 or more | 5% | \$100.00 or more | 10% |
| \$250.00 or more | 15% | \$500.00 or more | 20% |

Quantity discounts apply to cash or C.O.D. orders. Customers who have established account standing, will be billed at the hundred rates and the above discounts will be allowed if remittance is mailed within twenty one days of invoice date.

SATISFACTION GUARANTEED

We guarantee quality and fair value. If not satisfied on these points return the goods at once at our expense for full refund.

OVER THE GARDEN GATE

HOWDY FOLKS:

This nice spring weather makes me want to get a lot of post cards and send them out. You know the kind I mean. One of our bathing beaches just loaded down with pretty girls and a line saying, "Wish you were here." We do wish you were here paying us a visit. You would be interested in walking around through the millions of plants growing here.

First we would take you through a section where we have hundreds of specimen plants growing in gallon cans. There is almost always something in bloom there. One place in the path, I always tell the girls to be careful. Else the long hooked spines of some barrel cactus would not only take their nylons off but their girdles too. The plants in this section are not for sale at any price, as they are our seed producing plants.

Then we would visit the glasshouse where I spend most of my time from October to May in sowing seeds and taking care of the seedling flats. This house holds about five hundred and fifty flats, which need the tender care of a nursing baby.

Likely we would follow Bob as he carries a flat of seedlings into the work room where nothing but planting is done. Cactus seedlings do not grow uniformly, so Lucile will start to work digging them and sorting to size. As fast as she sorts them, Polly and Eva will plant them, usually four hundred to a flat as we use slightly larger flats than most of you. The girls' nimble fingers really fly as the spines of seedlings are too soft to bother them. It's a slower job, six months to a year later when the four hundreds get crowded and the plants have to be sorted to size again and replanted.

Freddie will wheel the flats from the work room into a larger un-heated glasshouse where the plants are grown for varying periods. The sturdier ones are gradually moved on out into the Lumite and lath houses. There the flats are placed in rows of four on concrete bars which keep the flats off the ground to give better drainage and reduce the danger of pest infestation. We will usually find a few small lizards around the lath houses, sitting in the sun. They are harmless and we like them as they help to keep the bugs down and are big factors in keeping ours one of the cleanest nurseries there is.

After the lath houses, we will pass through the open flat yard sections where the hardiest kinds are enjoying the sun on more concrete bars. Away out in the "South Forty" are more than an acre of net houses where we have Haworthias and some cactus in beds of steam sterilized soil. We had to do some inventing of equipment to make the planting of these beds easy. We will demonstrate when you come. These net houses and flat yards are watered by traveling sprinklers which just walk along a hose laid down in the paths. They surely save a lot of time over having to stand out there with a hose and water by hand.

On the lower edge of the growing section, we will likely find Tom running the soil screener and steam sterilizer. Tom

shovels the soil mixture into this Rube Goldberg contraption and does not touch it again until it comes out the other end all mixed, screened and heated to about two hundred degrees.

In the packing room near Anita's office, we will find Harold packing the shipments. This is the only job he has had since he got out of school ten years ago. The plants have to be dug, the soil shaken off and dried for at least twenty-four hours to remove excess moisture before packing. We have a dryer equipped with heater and fan to speed up this drying in wet weather. We take pride in prompt shipment and if an order is not shipped out in less than a week after it is received, it is because we are really snowed under with a spasm of business. We are not open Saturday and Sunday so try to get out most shipments on Thursday and Friday in order that they will not lay in some locked up express office over the week end.

Then if you are still able after walking a couple of miles, we will go up the hill to the Lower California Botanical Garden on our way out to the "North Forty", where we grow Aloes, Opuntias and other cutting producing types in long rows laid out like a truck farm. Formerly we used Marquita, a small mule out here, but we retired her in favor of a garden tractor.

From the tenth to the fifteenth of July, the Cactus and Succulent Society of America will have their bi-ennial convention at Arcadia, which is about thirty-five miles from us. You never saw a group have as good a time as these folks do at a convention. They would be glad to have you take that long promised California trip at that time and join in with them. Drop me a line and I'll tell you more about it.

In the twenty-four years that we have been growing, we have tried out and discarded hundreds of kinds. We have eliminated all the "weedy" types and picked out the ones which are the best to grow. Some kinds we grow by the hundred thousands. This enables us to supply those who wish to order large quantities under name. For those who want only a few hundred assorted, we have made up some very fine assortments. These are not blends of a lot of cheap kinds sweetened up with a few good ones. Every plant is worthy of a place in its price group and we put in equal numbers of every kind that we include. You may order these assortments under the names given below. We will label with names of plants free of charge when it is requested. Otherwise they are shipped without labeling.

We are offering for the first time an assortment of good plants planted in colorful 2 1/4-in. plastic pots each with a neatly printed plastic label. These can only be shipped in units of 49 to the carton. With the light weight soil we have prepared these cartons of 49 only weigh about eleven pounds. So the express rate per pot will be lower if several cartons are ordered at a time. The price is \$9.80 per carton of 49 and there will not be more than two of any one kind in a carton.

We are looking for you.
HOWARD GATES.

Prices listed are for 100 of a kind. For smaller lots of a kind add the following percentages to the price: 3 to 6 plants add 50%; 7 to 11 add 30%; 12 to 24 add 20%; 25 of a kind or more take the hundred rate. Minimum wholesale order is \$5.00. Approximate sizes of the plants we offer are given in inches below the price group headings. For quantity discounts see "TERMS".

CACTUS PLANTS

| | Price Group Price per 100 | A \$5.00 | B \$7.50 | C \$10.00 | D \$15.00 |
|---|------------------------------|-------------|-------------|--------------|--------------|
| ASTROPHYTUM myriostigma. Spineless Bishop Cap. Globular, usually five angled, covered with white dots, yellow flower..... | | | | 1 1/2-2 | |
| ASTROPHYTUM ornatum. Spiny Bishop Cap. Globular, usually five angled, many white dots, stout spines, yellow flower..... | | | | 1 1/2-2 | 2-2 1/2 |
| CARNEGIA gigantea. Arizona Giant. Globular, becoming heavy columnar, many ribbed, short stout spines..... | | | 1 1/2-2 | 2-2 1/2 | |
| CEREUS peruvianus. Peruvian Apple Cactus. Tall, angular, bluish. short spines..... | 2-3 1/2 | | 3-5 | 5-8 | |
| CEREUS peruvianus monstrosus. Tall, columnar, knobby and knarled..... | | | 2-3 | 3-5 | 6-8 |
| CHAMAEEREUS sylvestrii. Peanut Cactus. Clustering short branches, small spines, vermilion flower..... | 2-3 | | 3-4 | | |
| CLEISTOCACTUS straussii. Silver Torch. Stout columnar, fluted, covered with weak, short, light colored spines..... | | | 2-3 | 3-5 | 5-6 |
| DOG TAILS. Slender cactus suitable for animal tails, assorted..... | 2-3 | | 3-5 | | |

| | Price Group Price per 100 | A \$5.00 | B \$7.50 | C \$10.00 | D \$15.00 |
|--|------------------------------|-------------|-------------|--------------|--------------|
| DOLICHOTHELE longimamma. Green Fingers. Long, green nipples, short weak spines, yellow flowers..... | | | 1 1/2-2 | | |
| ECHINOCACTUS grusonii. Golden Ball. Globular with stiff yellow spines..... | | | | | 2-2 1/2 |
| ECHINOPSIS calochlora. Shining Ball. Glossy yellow-green, globular plant, large white flower..... | | | 1 1/2-2 | | |
| ECHINOPSIS campylacantha. Globular, long incurved brown spines, very large pale pink flower..... | | | 1 1/2-2 | | |
| ECHINOPSIS Hybrids. Easter Lily Cactus. Globular, some long, some short spined, very large pink or white flowers..... | 1 1/2-2 | 2-3 | | 3-3 1/2 | |
| ECHINOPSIS mirabilis (Setiechinopsis). Very unusual, dwarf, cob shaped, dark body, slender, white night flower..... | | | 1 1/2-2 | | |
| ECHINOPSIS multiplex. Pink Easter Lily. Globular, spiny, very large pink flowers. Day bloomer..... | 1 1/2-2 | 2-2 1/2 | | 2 1/2-3 | 3-3 1/2 |
| ERIOCREUS (Harrisia) regelli. Slender, columnar, in time will make climbing plant, very large, pale pink, night flower..... | 2-3 | 3-4 | | | |
| ERIOCREUS tortuosus. Tall, slender plant, very large night flowers when old..... | 2-3 | | | | |
| FEROCACTUS latispinus. Flattened globular, broad spined barrel cactus..... | | | 1 1/4-1 1/2 | 1 1/2-2 | |
| FEROCACTUS Townsendianus. Townsend's Barrel. Globular, green plant, gray to red spines..... | | | 1 1/2-2 | | |
| HARRISIA eriophora. Tall columnar, very large white night flower when old..... | 2-3 | 3-5 | | | |
| LEMAIREOCEREUS hollianus. Tall columnar with fine light colored spines..... | | 2-3 | | | |
| LEMAIREOCEREUS pruinosus. Blue Mitre. Heavy, angular, columnar, bluish..... | 2-2 1/2 | 2 1/2-3 1/2 | | | |
| LOBIVIA, binghamiana. Clustering, globular, green, short gray spines, many red flowers.... | | 1 1/4-1 1/2 | 1 1/2-2 | | |
| LOBIVIA famatimensis. Orange Cob Cactus. Cob shaped, short spined, flowers may be orange, yellow or red..... | | 1 1/4-2 | | | |
| LOPHOCEREUS gatesii. Gates' Crested Cereus. Stout columnar, 6-7 angular ribs, bright spines. A rare species discovered by and named in honor of our president..... | | 2-2 1/2 | 2 1/2-3 | | |
| LOPHOCEREUS schottii. Crested Cereus. Stout columnar, 4-5 ribs, fewer and shorter spines.. | 1 3/4-2 1/4 | 2 1/2-3 | | | |
| MACHAEROCEREUS gummosus. Angled, tall, columnar, rare..... | | | | 2 1/2-3 | |
| MAMMILLARIA bocasana. Powder Puff. Flattened globular, white hair over short hooked spines, yellow to pink flower..... | | 1 1/2-2 | | | |
| MAMMILLARIA camptotricha. Bird's Nest Cactus. Hemispherical with long nipples, tipped with weak soft spines, yellow flower..... | | 1 1/2-2 | | | |
| MAMMILLARIA compressa. Hemispherical, green nipples, long spines..... | | | 1 1/2-2 | 2-2 1/2 | |
| MAMMILLARIA decipiens. Gnome's Pincushion. Hemispherical, soft green nipples, weak whitish spines, white flower..... | | 1 1/2-2 | | | |
| MAMMILLARIA dolichocentra. Ruby Dumpling. Globular, brown spines, rose flower..... | | 1 1/2-2 | 2-2 1/2 | | |
| MAMMILLARIA durispina. Globular, short, black tipped spines, ruby flower..... | | 1 1/2-2 | | | |
| MAMMILLARIA echinaria. Clustering columnar, straight yellow spines, yellow flower..... | | 1 1/2-2 | 2-3 | | |
| MAMMILLARIA elongata. Golden Stars. Clustering, columnar, appressed yellow spines, yellow flower..... | | 1 1/2-2 | | | |
| MAMMILLARIA kewensis. Globular, brown spines, rosy flower..... | | 1 1/2-2 | 2-2 1/2 | | |
| MAMMILLARIA rhodantha. Rainbow Pincushion. Globular, numerous yellow to brown spines, ruby flower..... | | 1 1/4-1 1/2 | 1 1/2-2 | | |
| MAMMILLARIA vaupellii. Vaupel's Pincushion. Tall globular, very short amber spines, ruby flower..... | | 1 1/2-2 | | | |
| MAMMILLARIA wildii. Fish Hook Pincushion. Globular, soft yellow or brown spines, one tiny fish hook to nipple, flesh colored flowers. Soon clusters..... | | 1 1/4-1 1/2 | 1 1/2-2 | | |
| MONVILLEA diffusa. Slender, columnar, rather soft spines, white night flower..... | 2-3 | 3-5 | | | |
| MYRTILLOCACTUS geometrizans. Blue Myrtle. Columnar, angular, covered with bluish white powder. Branches freely when older..... | | 3-4 | 4-6 | | |
| NYCTOCEREUS serpentinus. Snake Cactus. Fluted columnar, short brown spines, large white night flower..... | | 3-5 | | | |
| OPUNTIA cylindrica. Devil's Cane. Green columnar, few spines..... | 2-3 | 3-5 | | | |
| OPUNTIA glomerata. Paper Spines. Egg shaped joints, long, flat, twisted, white spines that appear to be cut out of paper..... | 1 1/2-2 | | | | |
| OPUNTIA hamiltoniae. Columnar with few spines on definite ribs, yellow flower..... | 2-3 | | | | |
| OPUNTIA mammillata. Boxing Glove. Columnar, short spined. Soon forms strange twisted fasciations..... | 2-3 | 3-5 | | | |
| OPUNTIA microdasys. Bunny Ear. Rounded pads bearing clusters of tiny yellow spicules.... | 2-3 | 3-5 | | | |
| OPUNTIA microdasys var. Honey Mike. Bunny ears with harmless cream colored spines..... | | 3-5 | | | |
| OPUNTIA monacantha. (Vulgaris). Green pads, few spines, yellow flowers..... | 2-3 | | | | |

| | Price Group Price per 100 | A \$5.00 | B \$7.50 | C \$10.00 | D \$15.00 |
|--|------------------------------|-------------|-------------|--------------|--------------|
| OPUNTIA rufida. Cinnamon Cactus. Rounded pads bearing clusters of reddish-brown spicules..... | 2-3 | 3-5 | | | |
| OPUNTIA schickendantzii. Mule Ears. Elongated pads, short light brown spines..... | 2-3 | 3-5 | | | |
| OPUNTIA Vilis. Dwarf Mexican Tree. Freely branching, very useful when small tree shaped plant is desired..... | 2-3 | 3-5 | | | |
| OPUNTIA ursina. Grizzly Bear. Pads with hair-like white spines..... | | | 3-5 | 5-7 | |
| PACHYCEREUS pecten-aboriginum. Indian's Comb. Heavy, fluted, columnar, gray to brown spines..... | 2-2½ | 2¼-4 | 4-5 | | |
| PACHYCEREUS pringlei. Mexican Giant. Heavy columnar, short, stiff gray spines..... | 2-2½ | 2¼-3 | | | |
| TRICHOCEUREUS spachianus. White Torch Cactus. Fluted, heavy columnar, short brown spines | 2-2½ | 2¼-3 | | | |
| ZYGOCACTUS truncatus. Christmas Cactus. Freely branching, short flat spineless joints, bright pink flower in winter..... | | | 2½-4 | | |

SUCCULENT PLANTS

| | | | | | |
|--|-------|-------|-----|-------|--|
| AGAVE picta. Erect, narrow, gray leaves with narrow cream border, small black teeth..... | | | 3-5 | 5-8 | |
| AGAVE victoriae-reginae. Dwarf. Short, rigid, dark green leaves, no teeth, irregular white markings..... | | 2-3 | 3-4 | 4-5 | |
| ALOE beguinii. Pearl Aloe. Dwarf, thin pointed leaves bearing white dots..... | 2-2½ | 2½-3 | | | |
| ALOE humilis brevifolia. Rosettes, pearl gray leaves, salmon flower..... | 2-2½ | 2½-3 | 3-4 | | |
| ALOE hum-vir. Needle Aloe. Slender, erect, toothed green leaves..... | 2-3 | 3-4 | 4-5 | | |
| ALOE mitriformis. Blue and Gold. Broad blue leaves with yellow teeth..... | 2-2½ | 2½-3 | 3-4 | | |
| ALOE nobilis. Gold Tooth. Rosettes, dark green leaves, yellow teeth..... | 2-2½ | 2½-3 | 3-4 | | |
| CEROPEGIA woodii. Heart Leaved Rosary Plant. Pendant branches bearing pairs of heart shaped variegated leaves..... | | | 4-8 | | |
| CRASSULA arborescens variegata. Tri-colored Jade. Variegated in pink, cream, white and green..... | | 2¼-4 | 4-5 | | |
| EUPHORBIA obesa. Basket Ball. Spherical, very hard. A very curious plant from South Africa where further exportation is prohibited..... | | | | 1¼-1½ | |
| FAUCARIA tigrina hybrids. Tiger Jaws. Broad triangular leaves variously dotted and toothed. Yellow flowers in fall..... | 2-2½ | | | | |
| FAUCARIA sulrueteria. Rainbow Tiger Jaw. Fleshy, toothed leaves in various colors, yellow flower..... | 2-2½ | 2½-3 | | | |
| GASTERIA hybrids. Ox Tongue. Tall, 2-ranked leaves, spotted with white. Very durable..... | 1½-2½ | 2½-3½ | | | |
| GASTERIA verrucosa hybrid. Rice Gasteria. Gray green leaves dotted with white..... | | 2-3 | | | |
| GASWORTHIA Tegelberg's Hybrid. Like a more vigorous Haworthia margaritifera..... | | 2-3 | | | |
| HAWORTHIA margaritifera. Mother-in-law's Tongue. Rosettes of sharply tapering leaves bearing irregularly spaced, raised white dots..... | | 2-2½ | | | |
| HAWORTHIA fasciata. Zebra Plant. Rosettes sharply tapering upright leaves bearing raised white dots in transverse bands..... | | 2-2½ | | | |
| KALANCHOE tomentosa. Panda Plant. Broad leaves covered with silver plush, brown spots on margins..... | | 2-3 | 3-5 | | |
| PLEIOSPILOS bolusii. Split Rock. One to three pairs of thick leaves that resemble stones. Yellow to pink flowers in the fall..... | 2-2½ | 2½-3 | | | |
| PLEIOSPILOS nelii. Cleft Stone. More globular and compact than Bolusii. Slower growing. Yellow to pink flower in late winter..... | 2-2½ | | | | |
| ROCCHEA falcata. Scarlet Paint Brush. Keel shaped, gray green leaves in opposite pairs, large trusses of scarlet flowers in summer..... | 1½-2½ | 2½-3½ | 4-5 | 5-7 | |
| SEMPERVIVUM assorted. House Leeks. Compact rosettes of various types..... | 2-2½ | | | | |
| STAPELIA hirsuta hybrids. Hairy Star Fish Flower. Erect cactoid branches often looking like miniature Arizona Giants. Large star shaped flower bearing many short hairs..... | 2-4 | | | | |
| STOMATIUM agninum. Rosettes of triangular, fleshy, gray-green leaves, yellow flower..... | 2-2½ | | | | |
| STOMATIUM fulleri. Baby Tiger Jaws. Clusters of small toothed rosettes, small yellow flower..... | 1½-2½ | | | | |